

# Hospital Profile: NASHOBA VALLEY MEDICAL CENTER

Ayer, MA  
Steward Health Care System  
Community Hospital  
West Merrimack / Middlesex Region

Nashoba Valley Medical Center (Nashoba Valley) is a for-profit, acute care community hospital. It is among the smallest hospitals in Massachusetts, with 26 staffed beds. Nashoba Valley is located in the West Merrimack/Middlesex region and represents 2% of all acute hospital staffed beds in the region. It is a member of the Steward Health Care System.

**PATIENTS** Nearly half of all inpatient cases treated at Nashoba Valley are from Ayer, Pepperell, and Groton.

**INPATIENT SERVICES** Compared with the other community hospitals, Nashoba Valley treats a greater proportion of lower-severity cases. In FY12, it accounted for 3% of all inpatient discharges from acute hospitals within the West Merrimack/Middlesex region.

**FINANCIAL PERFORMANCE** Nashoba Valley's total revenue in FY12 was \$44 million. Its FY12 public payer mix was 55%, equal to the average community hospital. Nashoba Valley's FY12 inpatient cost<sup>†</sup> per case mix adjusted discharge was \$6,369, approximately 38% lower than the average community hospital and the lowest among all community hospitals. Nashoba Valley's CY12 average commercial payer price level was at the 34<sup>th</sup> percentile, lower than the average community hospital. It had a loss of \$1.6 million (-3.7% total margin) in FY12, its greatest loss in the FY08 to FY12 period, although it had a loss each year except for FY09.

## AT A GLANCE

**TOTAL STAFFED BEDS:** 26, among the smallest acute hospitals

**% OCCUPANCY:** 61%, < cohort avg. (62%)

**TOTAL REVENUE in FY12:** \$44 million

**PUBLIC PAYER MIX:** 55% (Non-DSH\* Hospital)

**SPECIAL PUBLIC FUNDING:** ICB<sup>9</sup>

**TAX STATUS:** For profit

**TRAUMA CENTER DESIGNATION:** Not Applicable

**CY12 COMMERCIAL PAYER PRICE LEVEL:** 34th Percentile

**CASE MIX INDEX in FY12:** 0.82, > cohort avg. (0.81); < statewide (1.06)

**INPATIENT:OUTPATIENT REVENUE in FY12:** 18%:82%

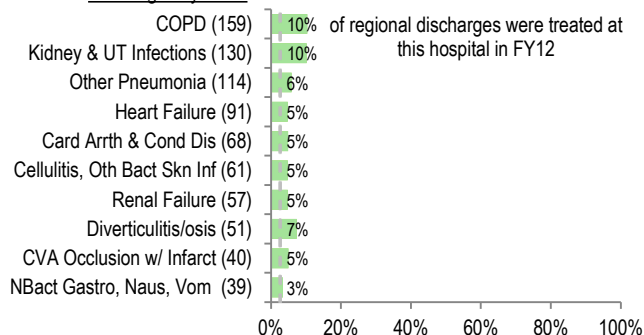
**TOTAL MARGIN in FY12:** -3.7% (-\$1.6 million)

**CHANGE in OWNERSHIP (FY08-FY12):** Steward Health Care - 2011

## SERVICES

What were the most common inpatient cases (DRGs) treated at the hospital?  
What proportion of the region's cases did this hospital treat for each service?

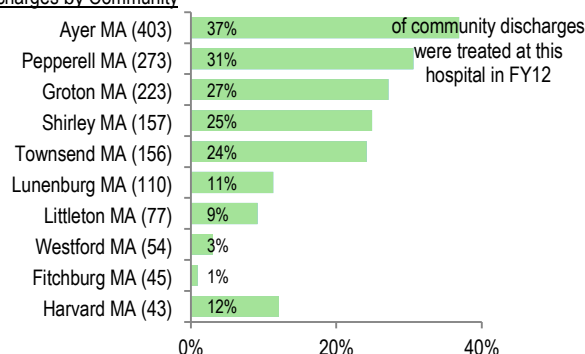
### Discharges by DRG



--- Hospital (1,822) = 3% of total regional discharges

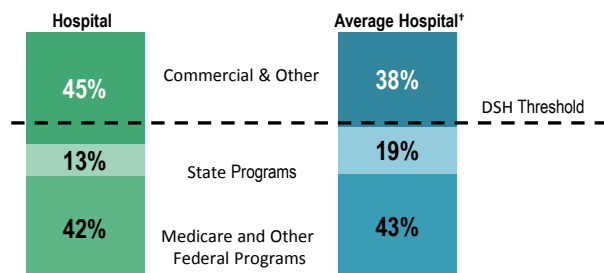
Where did most of the hospital's inpatients reside? What proportion of each community's total discharges were attributed to this hospital?

### Discharges by Community



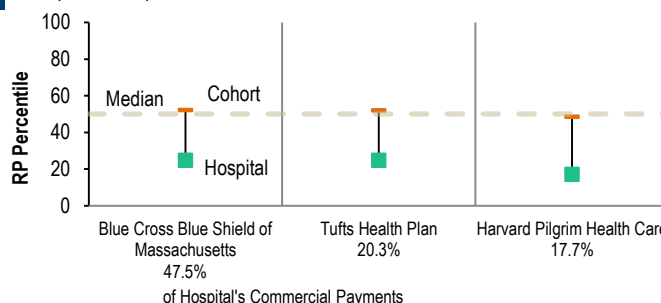
## PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY12, and how does this hospital compare to the average acute hospital's payer mix?



Percentage calculations may not sum to 100% due to rounding

What were the hospital's CY12 payer-specific relative price levels for its top three commercial payers? How does this hospital compare to the average hospital in its peer cohort?

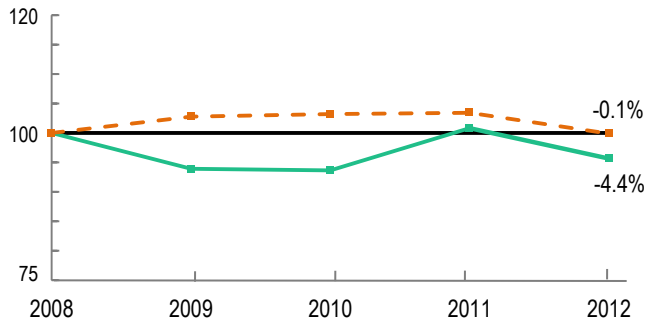


of Hospital's Commercial Payments

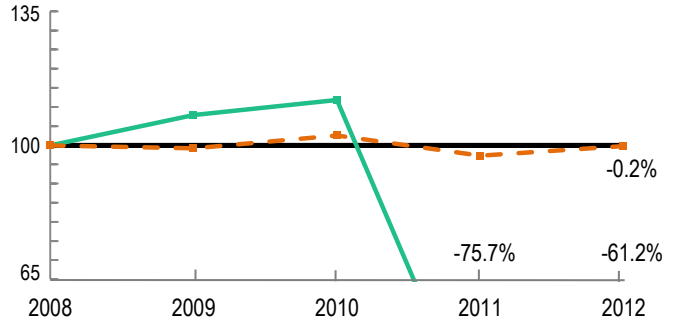
For descriptions of the metrics, please see Technical Appendix.

### UTILIZATION TRENDS

How has the volume of the hospital's inpatient discharges changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

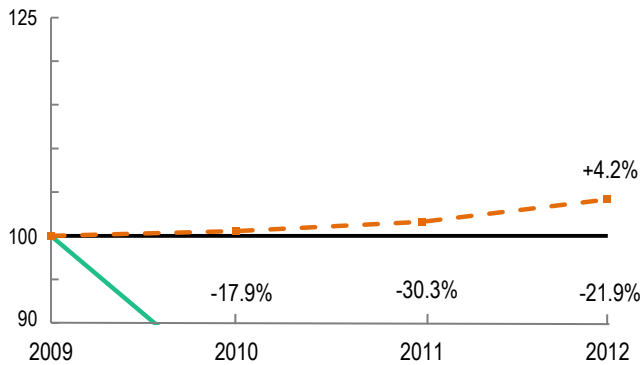


How has the volume of the hospital's outpatient visits changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

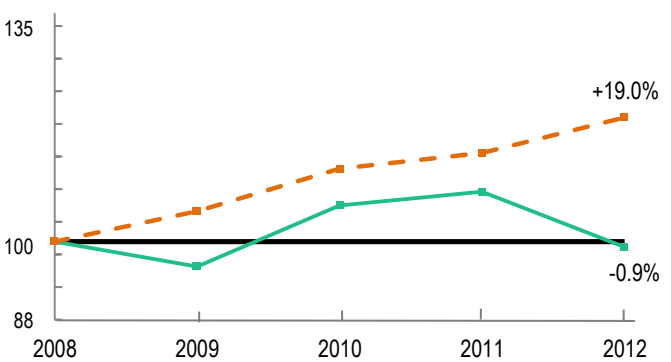


### COST TRENDS

How has the hospital's inpatient cost<sup>†</sup> per case mix adjusted discharge changed compared to FY09, and how does this hospital compare to the average hospital in its peer cohort? (FY09=100)



How have the hospital's total outpatient costs changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

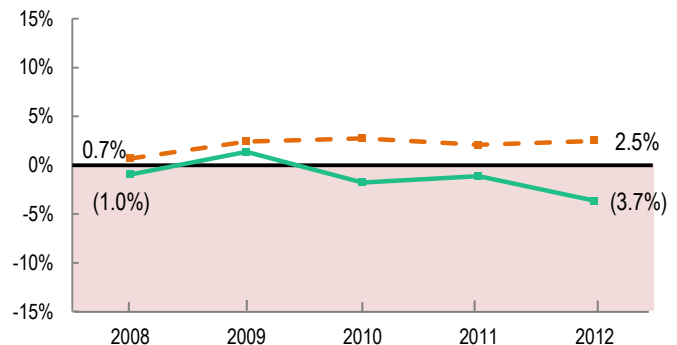


### FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY08 and FY12?

Revenue, Cost & Profit/Loss (in millions)					
FY	Total Revenue	% Change	Total Cost	% Change	Total Profit/Loss
2008	\$45		\$45		(\$0.4)
2009	\$45	(0.4%)	\$44	(2.6%)	\$0.6
2010	\$45	0.8%	\$46	4.1%	(\$0.8)
2011	\$17	(61.6%)	\$17	(61.9%)	(\$0.2)
2012	\$44	156.2%	\$46	162.6%	(\$1.6)

What was the hospital's total margin between FY08 and FY12, and how does this compare to the median of its peer cohort hospitals?



For descriptions of the metrics, please see Technical Appendix.

<sup>†</sup> Costs were adjusted to exclude direct medical education costs and physician compensation.

<sup>\*</sup> Disproportionate Share Hospitals (DSH) receive a minimum of 63% of gross patient service revenue from public payers.

<sup>†</sup> Average Hospital does not include Specialty hospitals.

<sup>§</sup> For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).

For more information, please contact:

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